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**SMC/SD QUARTERLY SALES PROFESSIONAL APPLICATION**

**QUARTER**

- 1<sup>st</sup> Quarter: Jan. – March
- 2<sup>nd</sup> Quarter: April – June
- 3<sup>rd</sup> Quarter: July – Sept.
- 4<sup>th</sup> Quarter: Oct. – Dec.

**Categories for 2008 Quarterly Awards**

- A: Sales Professional(s) – Attached Product
- B: Sales Professional(s) – Detached Product



Sales Representative to complete.

_____	_____
Candidate(s)	Project Start Date
_____	_____
Company	Project Name
_____	_____
Location	Sales Email/ Company Email
_____	_____
Sales Phone/ Company Phone	Sales Fax/ Company Fax
_____	_____
Price Range: _____	Date Opened: _____

**Section A: Qualitative Information (Current Quarter)**

On a separate sheet of paper and **using only one (1) typed sheet**, please address the following three (3) categories. Judges will allocate up to a maximum of ten (10) points for each section. Please note: Use a font size of 10 or 12. **Handwritten entries will not be accepted.**

- 1: List up to three challenges experienced in selling your particular neighborhood.**
- 2: What did you do to overcome these challenges?** (You may focus on all three, or elaborate on any single item or items which you feel best describes your efforts). Please limit to 250 to 300 words.
- 3: Explain activity(s) above and beyond expected performance** (i.e. education, industry involvement, sales initiative, marketing efforts) Please limit to 150 to 200 words.

**Section B: Quantitative Information (Applicable Quarter)**

Cancellations: \_\_\_\_\_ Gross Sales: \_\_\_\_\_ Net Sales: \_\_\_\_\_

Sales Manger: \_\_\_\_\_ Phone: \_\_\_\_\_ Date: \_\_\_\_\_

**All entries must include a digital photo of the nominee(s). Submit a digital photo to [lherkert@brookfieldhomes.com](mailto:lherkert@brookfieldhomes.com)**

**Submittals Due by August 21, 2008**

**EMAIL OR FAX COMPLETED FORM AND ANY ATTACHMENTS TO:**

**Lindsay Herkert, Brookfield Homes**  
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**Email: [lherkert@brookfieldhomes.com](mailto:lherkert@brookfieldhomes.com)**

\*Judging based on overcoming challenges, innovative thinking, and out of the box ideas that lead to success.  
 \*All applicants for entries MUST BE SMC/SD MEMBERS.

